

# KEVIN M. GHOLSTON

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**Technical Executive** leveraging government contract expertise and network to lead technology companies to new revenue heights. Offers proven record of individual and team achievement complemented by strong operations and technical background. Conducted hundreds of product tests, certified on MIL-STD-810G from Equipment Reliability Institute.

Co-Founded Consulting Services Company in 2009

420% growth for server-based communications company in three years

280% growth for electronics-enclosure manufacturer in three years

340% growth for opto-electrical systems producer in four years

**Combines market-entry strategies, product innovation, and record-setting contract wins to fuel top-line achievement.**

- Introduced military-grade air conditioning system, growing to 35% of company sales within three years; identified manufacturing partners for sub-systems, military qualified product, and created marketing collateral.
- Landed largest contract in company's 20-year history, valued at over \$18M; scaled up production to meet schedule.

**Pioneers and implements solutions to complex organizational and analytical challenges to enhance operations.**

- Developed DETP test plan and LCEP Life Cycle Environmental Plan documentation program
- Implemented QMS and achieved ISO 9001:2000 certification in 50 days to reduce repair costs and access defense contractor relationships; trained managers in auditing and instituted monthly reviews.
- Developed sales reporting and forecasting tools and processes for Oracle ERP system with 14-month forward looking model predicting performance to 60-person team within 5%.
- Skilled in conflict resolution, performance evaluation, facilitating diverse learning, and building productive relationships with clients and staff.

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B.S. – Computer Science & Computer Technology | PURDUE UNIVERSITY

## CAREER OVERVIEW

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|---|-----------------------|----------------|
| <b>Vice President</b>   | CVG STRATEGY          | 2009 – Present |
| <ul style="list-style-type: none"><li>▫ Led company expansion with new consulting projects including Military Standard Product Testing Programs, ITAR Compliance Program, developed a Ballistic Camera System; outsourced business development; ISO 9001:2008 Quality Compliance, and outsourced Business Development Services.</li><li>▫ Established market for subject matter consulting expertise in product environmental qualification compliance test plans, test program management and mitigation support including coating systems.</li><li>▫ Customer contract win for US Air Force Equipment Refurbishment Program (\$15m)</li></ul>   |                       |                |
| <b>President &amp; CEO</b>  | EDAK                  | 2005 – 2009    |
| <ul style="list-style-type: none"><li>▫ Fueled electronics-enclosure manufacturing subsidiary from \$3.6M to \$14.2M revenues with 25% EBIT in three years; launched internally financed operations with P&amp;L independent of European parent.</li><li>▫ Built company infrastructure, including finance, HR, engineering, quality, and purchasing departments; oversaw 85 employees; upgraded product technology; enhanced supply chain management; implemented new Quality System.</li><li>▫ Grew market share from 8% to 16% via high-end solutions; focused company on military applications for such customers as Boeing, General Dynamics, L-3, Lockheed, Marine Corps, Northrop Grumman, SAIC, and SPAWAR.</li></ul> |                       |                |
| <b>Director of North American Sales</b>   | MULTIPLEX             | 2001 – 2005    |
| <ul style="list-style-type: none"><li>▫ Headed sales for opto-electronic components/systems, advancing from \$2.5M and three customers to \$8.5M and 50+ customers in four years; altered focus from declining commercial market to military applications.</li><li>▫ Originated an indirect sales program and agreements to access marquee customers, such as Cisco, Nortel, and Intel.</li></ul>   |                       |                |
| <b>Sales Manager</b>  | CMS PERIPHERALS       | 2001           |
| <ul style="list-style-type: none"><li>▫ Oversaw Eastern U.S. channel and OEM sales for storage backup technologies with customer base including Defense Intelligence Agency and Federal Bureau of Investigation; achieved 150%+ of monthly quotas.</li></ul>  |                       |                |
| <b>Director of Sales Operations</b>   | BROOKTROUT TECHNOLOGY | 2000 – 2001    |
| <ul style="list-style-type: none"><li>▫ Coordinated global inside sales, field engineering, and customer service for telecommunications and networking technology company with focus on OEM opportunities; grew sales from \$128M to \$141.7M in 12 months.</li></ul>   |                       |                |
| <b>Manager of Strategic &amp; OEM Accounts</b>  | EQUINOX SYSTEMS       | 1997 – 2000    |
| <ul style="list-style-type: none"><li>▫ Spurred company from \$660K to \$2.8M in revenues in three years, attracting SPAWAR and the U.S. Navy.</li><li>▫ Established distribution via mass merchants for commercial lines; penetrated space-enabled warfare market through application development and cold-calling; landed \$1.5M encrypted messaging contract.</li></ul>  |                       |                |